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November/December

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Port View

Schooners Still Sailing the Bay

COVER: U.S. Homeland Security Secretary Janet Napolitano was joined by U.S. Rep. C.A. "Dutch" Ruppersberger and Gov. Martin O'Malley at Baltimore's Inner Harbor in September for an announcement of grant money being directed toward Port security and other initiatives. Photography by Kathy Bergren Smith.

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Port Security At The Forefront

 ecently, we welcomed Governor O'Malley, Department of Homeland Security Secretary Janet Napolitano and Congressman Dutch Ruppersberger to Baltimore as they announced \$4.1 million in port security grant funding under the American Recovery and Reinvestment Act. The Maryland Port Administration will receive \$1.3 million of that amount. We intend to use that funding for:

- Installing permanent guard booths at access control points;
- Constructing an enclosed facility to conduct vehicle screening;
- Equipment for an emergency operations center; and
- Enhancing our current video surveillance system for the public terminals.

Since the 9-11 terrorist attacks, port security has taken on a new meaning. Before that tragic day, port security meant concentrating efforts on illegal aliens or preventing contraband from being smuggled into this country. Today, port security is squarely focused on preventing acts of terrorism. Since 95 percent of all goods come to the United States by ocean carriers, any kind of disruption by terrorist activity could be crippling to the maritime trade and therefore to the nation's economy. Because of the many different scenarios that could result in a terrorist attack, we must have a well-balanced, well-reasoned and consistent approach in any pre-emptive attempt to improve port security.

Since 2002, we have received about \$19.5 million in federal funding for port security. The dollars we have received have gone to ensure that the Port of Baltimore,

its thousands of employees and its surrounding neighborhood communities are made safe from harm. In just the last few years, we have:

- Implemented the Transportation Workers Identification Credential following a successful and industry-leading pre-enforcement effort;
- Opened a new truck access plaza with state-of-the-art security enhancements;
- Become one of the first ports to use radiation portal monitors; and
- Added additional perimeter fencing, high-mast lighting and other features.

These are just some of the examples of recent progress made at this Port that led us to receive a near-perfect score from a Coast Guard annual inspection earlier this year.

Security at a major port takes a true team effort and we are fortunate to have outstanding security partners like the Maryland Transportation Authority Police, Coast Guard and Customs and Border Protection. Governor O'Malley has directed us to make the Port of Baltimore one of the most secure ports in the nation. With our security team and the progress we have made, we are well on the way to achieving his goal.



James J. White
Executive Director



SOUNDINGS

The happenings in and around the Port



COURTESY OF MPA

TERMINALS

Governor Announces 50-Year Contract with Ports America to Operate Seagirt Terminal

A new 50-year agreement between the Maryland Port Administration (MPA) and Ports America Chesapeake will allow the MPA to lease its 200-acre Seagirt Marine Terminal to Ports America. In return, Ports America has agreed to construct a 50-foot berth that is expected to result in increased business opportunities and larger vessels being able to dock at the Port of Baltimore.

The agreement, announced by Gov. Martin O'Malley during a Seagirt-based ceremony on Nov. 20, is expected to result in 5,700 new jobs, with total investment and revenue to the State of Maryland possibly reaching more than \$1.3 billion over 50 years. The agreement must be submitted to the Board of Public Works for approval.

"We welcome an internationally respected partner in the maritime field for this unique, long-term joint venture," Gov. O'Malley said. "With this agreement, we are able to secure the Port's long-term future with a 50-foot berth, apply an immediate influx of capital for system preservation of roads, tunnels and bridges, and provide an extended revenue stream to the State."

Once the agreement is finalized, Ports America will be responsible for running the daily operations of the terminal, as well as investing in the new berth, cranes and other infrastructure. The State of Maryland will continue to own Seagirt, with Ports

America making an annual payment and providing ongoing revenues to the MPA during the life of the agreement.

"The Port of Baltimore is a major economic engine for Maryland and America," said Sen. Barbara A. Mikulski, Chair of the Maryland delegation. "This new business partnership is a coup for Maryland's economy, our Port and the lives and livelihood that depend on it."

Ports America is the current operator of the Seagirt terminal and has been at the facility since it opened in 1990. Ports America also runs operations at the Dundalk Marine Terminal.

"Ports America Chesapeake has been an important part of Maryland's maritime tradition since 1921," said Ports America Chesapeake Chairman Christopher Lee. "We are looking forward to building on this foundation, as we and the Maryland Port Administration partner together in this key initiative."

The cost to develop a 50-foot berth and four cranes is expected to be about \$105.5 million. The Port of Baltimore will become only the second port on the East Coast with a 50-foot berth and 50-foot channel. The expansion of the Panama Canal – a project expected to be completed in 2014 – should result in more traffic and larger vessels calling on East Coast ports. Without a 50-foot berth, those ships would not have enough water depth to dock. 🌐

LOOK FOR MORE DETAILS ABOUT THE SEAGIRT PUBLIC/PRIVATE PARTNERSHIP, INCLUDING PHOTOS FROM THE ANNOUNCEMENT CEREMONY, COMING IN THE JANUARY/FEBRUARY 2010 PORT OF BALTIMORE MAGAZINE.

RO/RO

Port Oversees Crane Pick-up

When a massive lifting crane needs a lift of its own, the Port of Baltimore is ready. In October, a Manitowoc 18000 from Wisconsin left the Port via the Atlantic Ro/Ro vessel *Atlantic Hope*, bound for St. Petersburg, Russia.

The Manitowoc 18000, with its luffing jib and patented MAX-ER attachment, can reach 610 feet and lift more than 800 tons. ATS Specialized Division handled inland transportation, utilizing 60 trucks to transport the crane to Rukert Terminal. Breakbulk Agency, Inc. handled the booking and export formalities.

Another Manitowoc 18000 was recently shipped to Abu Dhabi through the APS East Coast-Atlantic Terminal via the Höegh *Berlin*.

"The Port of Baltimore is Manitowoc's most preferred port for many reasons," said Judith Korte, Transportation and Logistics Manager for Manitowoc Cranes, Inc. One of those reasons, Korte said, is the Port's proximity to the company's factories in Manitowoc, Wis., and Shady Grove, Pa. Korte added that Manitowoc is also confident in the Port's ability to safely handle the equipment. "Quality handling is always foremost with the Port," she said.

Dominic Scurti, Maryland Port Administration Roll-on/Roll-off (RO/RO) Trade Development Representative, noted that the efficiency of the Port is due to the professionalism of its employees. "It is a testament to the quality of our labor force and the variety of RO/RO services that we can offer to our customers," Scurti said. "We look forward to seeing more of Manitowoc Crane's products come through Baltimore." 🌐



COURTESY OF MPA

ANNIVERSARY

Moss Marine Hits 15

Moss Marine USA, a mobile technical service provider offering "A to Z" ship repair, has lasted 15 years with no two days ever being the same. That's the trick to keeping work interesting, according to Service Engineer Michael Moss.

Recently, he dispatched a diving crew to diagnose a problem with a ship's stern thruster. Turned out a big chunk of wood had somehow gotten sucked into the thruster; his crew used special equipment to cut the wood and remove it.

A day after that, a crew was welding a steel bulkhead on another ship.

While celebrating the company's 15th anniversary, Moss jokes that he'd like to be known as the 7-Eleven of the shipping industry — always open and ready to provide needed repairs to get a ship sailing again.

"The ships keep coming — and as long as they come they'll have a need for shore-side support, and we try to make their problem go away," Moss said. 🌐

PEOPLE

Thirty-Year State Employee Retires

Benjamin M. Lieberman retired this year after more than 30 years of service to the State of Maryland, including two decades with the Maryland Port Administration (MPA). As Manager of Market Planning for the MPA, Lieberman reported on the competitive performance of the Port of Baltimore and monitored industry trends. He applied his extensive maritime industry knowledge to developing effective business strategies for the MPA.



COURTESY OF MPA

Among his many work products were the Targeted Commodity Report, United States Census Bureau Cargo Statistics and Trade Route Report and Annual Port of Baltimore Foreign Commerce Statistical Report.

Lieberman's co-workers say they will miss his superb analytical skills and knowledge of the maritime community. He is continuing his port-planning career with the Louis Berger consulting firm in Washington, D.C. 🌐

EDUCATION

Thinkport Offers Online Glimpse of Maritime Careers

Students and teachers now have the opportunity to explore the Port of Baltimore without ever leaving the classroom. A new, interactive web site, www.thinkport.org, was officially introduced in September during an event at the Baltimore-based Maritime Industries Academy. The web site includes a Port of Baltimore Online Virtual Field Trip, as well as lesson plans for teachers and educational games for students.

During the launch ceremony, Dr. Nancy Grasmick, Maryland State Superintendent of Schools, emphasized the importance of students being made aware of career opportunities at the Port. "I'm very excited to think about all of the jobs being offered," she said.

Former U.S. Rep Helen Delich Bentley spoke in a larger context about the Academy itself. "This vessel is very special," she said. "It carries the hopes and dreams of every member of Baltimore's maritime community."

The Thinkport web site is the result of a collaborative partnership with the Maryland State Department of Education, Maryland Public Television (MPT), the Maryland Port Administration and the Port Tricentennial Committee, which was established to spearhead efforts celebrating the Port of Baltimore's 300th anniversary in 2006.

Among other guests on hand for the launch were Dr. Andrés Alonso, Baltimore City School Superintendent, and Robert Shuman, President of MPT.





BILL MCALLEN

Academy Now Anchored at New Facility

With the motto "Our Honor is Our Anchor," the Maritime Industries Academy celebrated the opening of a new school facility in Baltimore on September 23. The high school was established in 2004 and, according to Principal Joy Pinder Savage, offers more than 250 students a comprehensive maritime curriculum with a military component that instills leadership skills.

U.S. Rep. Elijah E. Cummings told students that, even if they do not settle on a career in the maritime industry, what they learn at the Academy regarding trade and commerce will be "invaluable" in any number of jobs.

Among the 10 Academy Board Members are Maryland Port Administration Outreach Coordinator Katrina Jones and George "Bud" Nixon of the Baltimore Port Alliance. 



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RECREATION

Golfers Compete at Annual MPA Outing

The Maryland Port Administration's Annual Golf Outing took place in August at Mountain Branch Country Club. The first-place foursome, with a score of 56, consisted of Tim Carrigan, Ed Hale, Donovan Murray and Dominic Scurti. (Carrigan was also "Closest to the Hole" from the ninth tee). Trip Bailey, Jeremy Riddle, Brian Sheridan and Jay Wyatt finished in second place with a 58. Harry Hussein, Wayne Stepp, Bill Wade and Doug Wolfe pulled together for a third-place score of 59. Wade also secured "Longest Drive" honors. 🌐

The winning team, left to right: Ed Hale, Tim Carrigan, Dominic Scurti and Donovan Murray.



PEOPLE

Pagley Named MPA Employee of the Year

Richard Pagley was recently honored with the Maryland Port Administration (MPA) Employee of the Year Award for 2009.

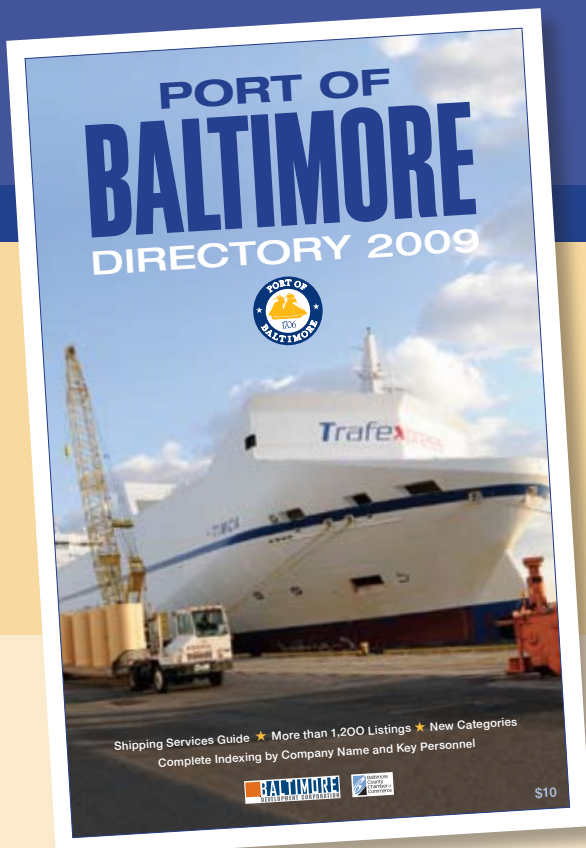
Pagley, an MPA Trade Representative in the Marketing Department, was singled out for his can-do attitude and productive sales efforts. "He continually finds new and innovative ways to sell the Port," according to the nominating document. "He was the very first in the department to sell the Port's environmental advantages."



Pagley works out of New Castle, Pa., about 60 miles from Pittsburgh, but often takes potential and existing customers on Port tours that lead to new or increased business. Though his desk isn't down by the Port terminals, he feels a strong solidarity with his Baltimore-based colleagues. "When a running back gets a thousand yards, he congratulates his offensive line," Pagley said. "I'm always calling on Baltimore for help and support, and they always help with my successes." 🌐

CORRECTION:

In the September/October 2009 issue, a photo caption that accompanied "MPA's Bafford Enters Retirement" (page 12) should have identified the former MPA Executive Director as Gregory Halpin. We regret any inconvenience our error may have caused. 🌐



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SOUNDINGS

SHIPPING

Big Plans for "Jumbo-ized" Höegh Vessels

The newly *jumbo-ized* Höegh vessel *HUAL Seoul* called Baltimore in May. Its inbound service from the Far East brought high heavy cargo and machinery to the Port.

"Jumbo-ization" is the process by which Höegh's fleet of Pure Car Truck Carriers is being extended. Originally 199.9 meters, *HUAL Seoul* was cut in half and then elongated with a 28.8-meter mid-body insert. At a length of 228.7 meters, she now sails with an increased cargo capacity of 7,800 CEU, while only losing one knot of speed.

HUAL Seoul is one of 12 vessels that Höegh plans to elongate before the end of the year. 🌐

NEWSMAKERS

Groundbreaking Port TV Program Experienced Again on New DVD

The Baltimore Museum of Industry hosted a premiere of a DVD celebrating the 60th anniversary of Helen Delich Bentley's television program "The Port that Built a City and State" on WMAR TV.

The program ran for 15 years and the BMI has archived the original films. With a grant from the Port Tricentennial Committee, Mike Wicklein of the Wicklein Group created a documentary about the show and the young newspaper reporter that created it.

Bentley, a port consultant and former U.S. Representative, told the audience at BMI how she conceived the show as a way to highlight the significance of the Port of Baltimore in the new medium of television. The program gained a loyal audience, including the emcee for the afternoon showing, Maryland business expert Aris Melissaratos, who came to the United States right around the time of the program's launch.

"I watched that show every Sunday and I learned to speak English from Helen and her excellent diction," he told the crowd.

For information about ordering the DVD, go to www.thebmi.org.com. 🌐



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Workshop Keys On Compliance

Members of the Port community familiarized themselves with pollution laws and prevention regulations at the Port's first Compliance Assistance Workshop hosted in June by the non-profit Baltimore Port Alliance (BPA).

"The BPA felt the best way to strengthen compliance efforts locally would be through compliance assistance activities similar to those supported by EPA (U.S. Environmental Protection Agency) for northeast and west coast ports," said BPA Environmental Committee member Rick Sheckells of the Maryland Port Administration.

The Global Environment and Technology Foundation (GETF), an EPA contractor, organized the workshop with the BPA's

input. GETF then worked with EPA and the Maryland Department of the Environment to provide technical resources.

The BPA Environmental Committee Chairman, Capt. Mike Reagoso, welcomed workshop participants to The Vane Brothers Company facility. With content tailored for the maritime industry, the workshop offered panel presentations on various environmental laws and regulations, as well as interactive discussions, jurisdictional interface between federal and state regulators, and tools and resources for improving compliance.

Comprised of maritime organizations and business representatives, the BPA is working with all parties to provide additional workshops in 2010. 🌐



EPA representatives, at top, aided Compliance Assistance Workshop participants at The Vane Brothers Company facility.

PHOTOGRAPHY BY LORENA JOHNSTON



All Hands Pitch In For Stream Cleanup

Volunteers from the Port of Baltimore community rolled up their sleeves and got a little dirty during a stream cleanup in October. Workers spread out over a section of Patapsco Valley State Park and gave the local hiking/biking destination a much-needed facelift.

"There's everything from plastic bottles to tires," said Lorena Johnston, Compliance Administrator for Vane Brothers Company. Johnston lives near the park, where trash is often illegally dumped.

In three hours, 70 volunteers picked up two tons of trash around the watershed area.

Johnston and Vane Brothers led the charge in organizing the cleanup, partnering with Friends of Patapsco Valley and Heritage

Greenway, Inc. (FPVHG). "We owe a big thanks to Betsy McMillion and her group, FPVHG," Johnston said. "They were instrumental in setting up registration tables and safety regulations for volunteers."

Johnston also enlisted the help of the Baltimore Port Alliance Environmental Committee, which was instrumental in gaining sponsorship from both Wallenius Wilhelmsen Logistics (WWL) and Ports America, Inc.

Event co-organizer and committee member Michael Derby of WWL said, "This type of event allows employees within the industry to not only be proud of what their respective companies are doing environmentally, but also to be proud of what they do themselves." 🌐



PHOTOGRAPHY BY BETSY MCMILLION

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'WE MUST REMAIN VIGILANT'

Maryland Gov. Martin O'Malley drew loud applause when he lightheartedly welcomed Secretary of Homeland Security Janet Napolitano to Baltimore in late September. "Welcome to the birthplace of the Star-Spangled Banner," he said proudly, "where we've been doing homeland security since 1814!"

The Governor and Secretary Napolitano stood

beside Baltimore Harbor, not far from Fort McHenry. It was here, by dawn's early light nearly 200 years ago, that a thwarted British naval attack inspired the writing of America's National Anthem.

The nation is still taking steps to ensure that no foreign invaders threaten the peace enjoyed by Americans on the homeland. "We cannot afford the luxury of complacency," Secretary Napolitano said.

Homeland Security Secretary Steers \$4.1 Million Into Port



BY BLAISE WILLIG | Photography By Rick Lippenholtz

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"We must remain vigilant — that's what we're asking all Americans to do."

The Homeland Security Chief joined Gov. O'Malley and U.S. Rep. C.A. "Dutch" Ruppersberger in Baltimore to announce that \$6 million in federal stimulus funds have been earmarked for Maryland, with a majority going toward security initiatives at the Port of Baltimore. The new grant money, made available through the American Recovery and Reinvestment Act (ARRA), includes \$4.1 million allocated under the Port Security Grant Program for protection of critical Port infrastructure.

The funds help to make Baltimore "one of the model ports from a security perspective," Secretary Napolitano said.

The Port's money is going toward vehicle screening, closed-circuit television capacity and improvements in Port operations. Maryland Port Administration (MPA) Executive Director James J. White noted, "We have a very good security force led by (MPA Director of Security) Bud Frank. But you can't do it all with people alone — the technology is pretty remarkable, and it brings interoperability."

"One of the most solemn obligations we have as public servants is to protect the safety and security of our people."



White explained that the recent funding not only aids MPA security but also improves interactive communication with the U.S. Coast Guard, U.S. Customs & Border Protection and other Port partners. "Nobody works in a vacuum," White said. "These funds benefit all of our efforts."

In recent years, state money has been used for several security enhancements at the Port. But White characterized those as "water-side" improvements. "Now we're able to expand security efforts throughout the marine terminals," he said, adding that

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this includes the increasingly busy Cruise Maryland terminal.

Officials had announced earlier this year that, during a security compliance exam conducted by the U.S. Coast Guard, the Port of Baltimore's public terminals received a near-perfect score. This represented a significant improvement over a similar exam given by the Coast Guard in 2007.

Security enhancements that have taken place at the Port of Baltimore include:

- Becoming the first major U.S. port to require the federally mandated TWIC card.
- Beginning implementation of real-time video surveillance at public terminals.
- Activating the New Terminal Cargo Truck Plaza, using real-time video and security checks to verify a trucker's ID and purpose of visit.
- Strengthening of perimeter fencing.

The \$6 million in Homeland Security funding recently committed to Maryland is part of more than \$380 million in ARRA grants that have been directed toward preparedness and resiliency projects nationwide, ranging from port and transit security projects to fire station construction. Along with the \$4.1 million for Port security in Maryland, \$1.9 million is being used to replace a fire station in Glen Burnie.

"One of the most solemn obligations we have as public servants is to protect the safety and security of our people," said Gov. O'Malley, adding that, with the new federal stimulus money, "we're able to continue critical investments in our security infrastructure, ensuring that the national economic crisis does not compromise the progress we've already made in securing our homeland."

President Obama signed the ARRA into law in February, committing more than \$3 billion to homeland security projects through the Department of Homeland Security and the General Services Administration. More than 50 percent of those funds were obligated by the end of September.

Congressman Ruppertsberger, who serves on the Homeland Security subcommittee and is Chairman of the Congressional Port Security Caucus, spoke of the importance of the Port of Baltimore as "our economic engine" in the State of Maryland. Standing beside Baltimore Harbor — with Fort McHenry off in the distance — Ruppertsberger said of the Port, "You have to be sure to keep it safe." 🌐

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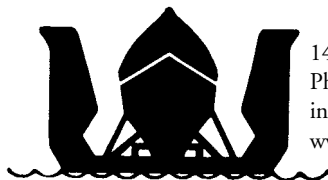
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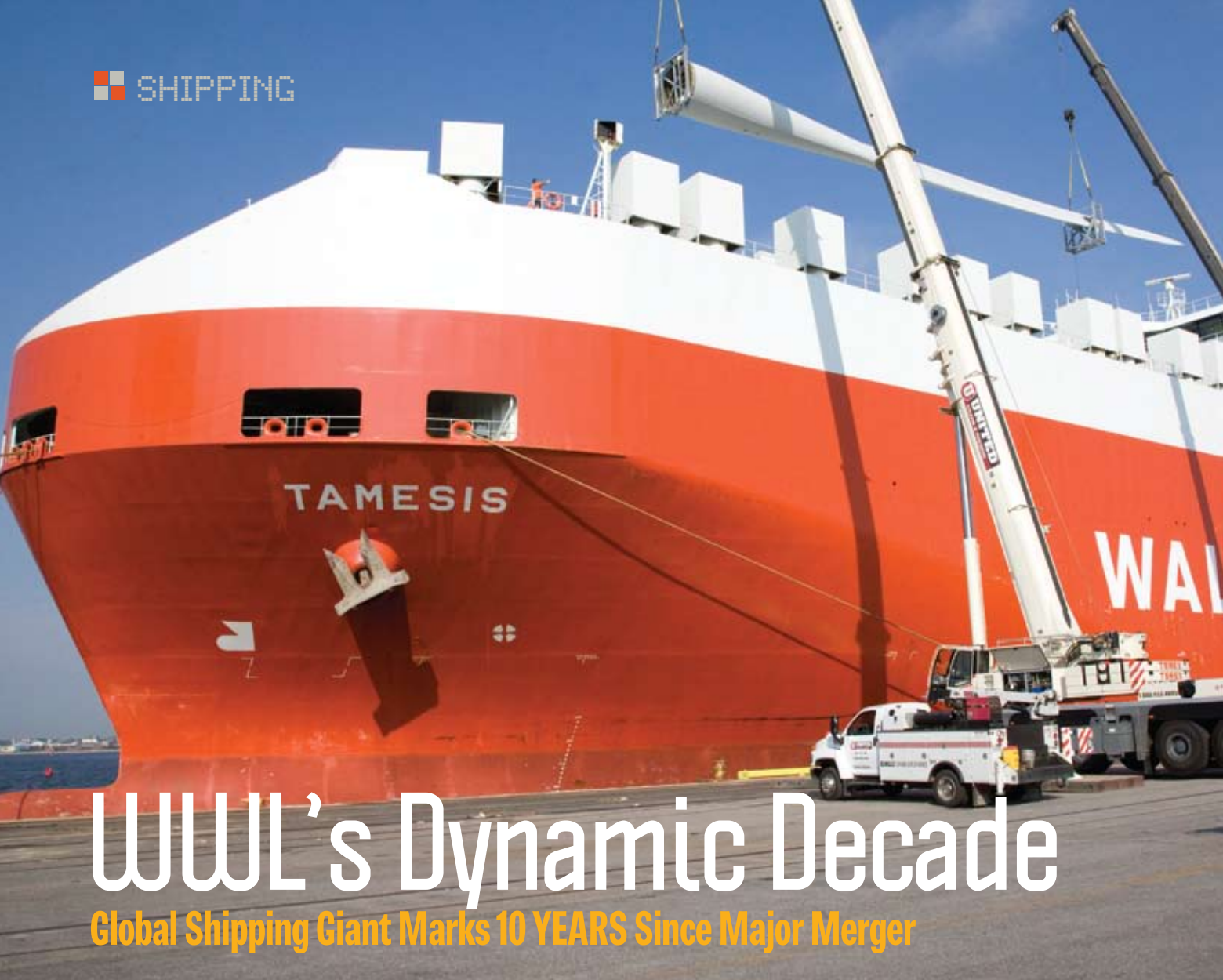
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WWL's Dynamic Decade

Global Shipping Giant Marks 10 YEARS Since Major Merger

What happens when you merge two great shipping traditions? You create a company that is a global leader in moving Roll-on/Roll-off (RO/RO) cargo, as proven by Wallenius Wilhelmsen Logistics (WWL). This is the 10th anniversary of the 1999 merger of Wallenius Lines and Wilhelmsen Lines.

Wallenius Lines, a family-owned Swedish company founded in 1934, mostly owned and managed vessels. In the 1960s, it built the first ship designed specifically for automobile carrying, and it pioneered the RO/RO concept. Wilhelmsen Lines was a family-owned Norwegian company dating back to 1861; it, too, evolved into RO/RO cargo. In addition to international liner activities, Wilhelmsen Lines was involved in ship agency activities, heavy transport and bunkering and ship management.

Their 1999 merger positioned WWL as one of the world's largest specialized RO/RO companies, complete with logistics. In 2001,

WWL signed a 20-year contract with the Port of Baltimore, promising to bring at least 3,000 ships to call on the Port over the course of the contract, with an annual cargo of at least 600,000 tons. Last year, that cargo figure topped one million tons as an average of 20 ships a month called here, providing nearly 25 percent of the ILA man hours for the Port.

"Our ambition after the merger was to provide customers with a factory-to-dealer service, requiring a hub where we could focus all of our product offerings in one location," explained Christopher Connor, Head of Region Americas, Wallenius Wilhelmsen Logistics. "Thanks to great partners at the Port, we've achieved this vision, creating new jobs and revenues for the Port community and lasting value for our customers."

In October 2007, WWL opened an expanded Vehicle Processing Center at the Dundalk Marine Terminal, providing a centralized preparation and distribution center for receiving, processing and shipping

vehicles inland and overseas. It was another WWL advancement that helped contribute to Baltimore's standing as one of the top automotive ports in the country.

"Our relationship with Wallenius Wilhelmsen is a key reason for our success," noted Maryland Port Administration (MPA) Executive Director James J. White. "Beginning with the landmark 20-year agreement that we signed in 2001, and continuing through the opening of the vehicle processing center at Dundalk Marine Terminal, WWL has greatly contributed to the Port of Baltimore becoming one of the top auto and roll on/roll off ports in the nation."

White praised WWL's "strong leadership," adding, "Working with people like Gary Jones (Senior Vice President, Operations, Americas Region) has been very beneficial for our port. I look forward to many more years of a thriving partnership with WWL." 🌐

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BY NANCY MENEFFEE JACKSON
Photography By Kathy Bergren Smith

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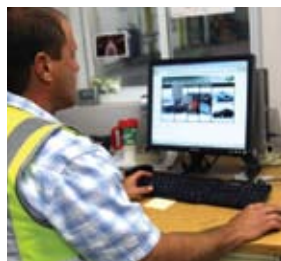


BY NANCY MENEFEE JACKSON

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Precision System

JAGUAR LAND ROVER USES WEB-BASED TRACKING AS DISTRIBUTION BUILDS THROUGH BALTIMORE



PHOTOGRAPHY BY KATHY BERGEN SMITH

Jaguar Land Rover's Andy Peak, far left, was joined by AMPORTS' Brian Penney while reviewing the Precision Vehicle Operating System (PVOS).

full-size model and the XK sports car. Buyers can opt for "R" versions of the XF and XK for higher performance. Meanwhile, Land Rover has significantly retooled three models for 2010. The Range Rover and Land Rover Sport get a comprehensive makeover, and the LR3 will become the LR4.

The PVOS system tracks each car from the time of the bill of lading to when the dealer confirms delivery. Best of all, it's all done in real time using cellular connectivity.

"I can sit in a meeting in London and prioritize a red convertible in Baltimore in the blink of an eye," Harrington said, adding that the system also allows him to scan a car for equipment, inspect it, wash it and order maintenance. Because it's Web-based, the system can be accessed anywhere there is Internet. "I can be in a Starbucks and check on my vehicles and change the priority," Harrington explained.

The system also automatically pays vendors, eliminating the need for invoices. "It does all the paying for us," Harrington noted.

AMPORTS, Jaguar Land Rover's Port processor, helped develop the system, a process that took nearly three years from its concept. It was deployed in April.

"We chose Baltimore and AMPORTS because we've always had a good rapport both operationally and with systems input," Harrington said.

According to Steven E. Rand, AMPORTS President and CEO, "I think AMPORTS really stepped forward and embraced the Jaguar Land Rover system. We put our best foot forward with regard to the new system."

He credits a 20-year-long relationship with Jaguar Land Rover for easing the implementation.

Jaguars are sleek, fast cars, cherished by those who value performance and luxury. And the capable Land Rover enjoys a well-deserved reputation for luxury and durability while traveling anywhere from an African safari to a child's soccer match.

Both automobile brands are designed, engineered and built in Great Britain, but they often come to the United States market through the Port of Baltimore. This year, Jaguar Land Rover North America, LLC installed a new Web-based tracking system known as a Precision Vehicle Operating System (PVOS) after piloting it at the Port of Baltimore, and then realigned its distribution plans to bring more cars in through the Port.

"The Port of Baltimore has been a longtime partner, and it's through that

relationship that we felt confident launching a new Web-based computer operating system," said Jim Harrington, Supply Chain Operations Manager for Jaguar Land Rover.

Despite the economic downturn, sales of the cars have been doing relatively well, "which is good news for the Port," said Stuart Schorr, Vice President, Communications and Public Affairs for Jaguar Land Rover. "We in the car business have had a rough past year — sales are down 20 percent, but we have done better than the industry average. We're holding our own."

Sales showed signs of improvement this fall, and Schorr expects that new models will excite buyers. This winter, Jaguar has added an all-new XJ sedan to its lineup, which also includes the XF sedan, the XJ

"We've known them and we've worked with them and we've had a long relationship with all of them who have worked there," Rand said. "It's an incremental win for AMPORTS and an incremental win for the Port of Baltimore. It's good for all of us."

The Port of Baltimore is well known for its proximity to the Midwest, but this past summer, thanks in part to the PVOS system, Jaguar Land Rover used the Port as the entry point for cars bound for California on car carriers. The cars made it to the West Coast in just five days. "We probably did something that hadn't been done before in the industry," Harrington said.

As Jaguar Land Rover continues to look at ways of improving its distribution processes, Harrington expects the number of cars coming into the Port via Wallenius Wilhelmsen vessels could nearly double. Larry Johnson, Maryland Port Administration Trade Representative for Automobiles, noted, "This is great news for the Port of Baltimore and will further provide a tremendous boost for our auto business. In this challenging economy, it says a lot about this Port's outstanding reputation for autos that we are able to attract new business. Our large consumer market, inland location, and well-renowned quality program make us tough to beat."

According to Harrington, "There was never any question about Baltimore's capability in receiving our products." The decision to give Baltimore more business, he noted, "was a perfect storm of things: the new computer system, our partnership with AMPORTS and, due to the economy, revisiting our distribution." 🌐



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LAND ROVER HISTORY: Brothers Spencer and Maurice Wilks built the first Land Rover in 1948. It was engineered to reach rural British terrain inaccessible to other vehicles.

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FRITS de GOEDE

Safety is in the Cards with Ports America

Ports America is the largest terminal operator and stevedore in the Americas — and certainly here in Baltimore.

As General Manager of Marine Operations at Ports America Baltimore, Frits de Goede takes care of many responsibilities, one of which is overseeing a team of 11 marine superintendents working closely with vessel lines such as ACL, CSAV, Grimaldi, MOL, Nordana, NSCSA, Spliethoff and Volkswagen.

But de Goede has been equally well-known for his involvement in the QCHAT (Quality Cargo Handling Action Team) initiative since its beginning in 1997 — and he's now co-chairman. QCHAT's aim is to make sure cargo suffers absolutely no damage by Baltimore handlers.

The group's first goal was reducing damage to automobiles, since the Port is one of the biggest auto importers in the country. Laborers working around cars had to take off their belt buckles and don gloves, for instance, to prevent even incidental scratches. "Then

we extended the idea to RO/RO (roll-on/roll-off equipment), and eventually containers," de Goede said. "The RO/RO Rodeo was an offshoot of this."

Representatives from the stevedoring unions, shipping lines, ILA and customers meet monthly to discuss issues; a smaller group also holds assessment meetings. "It's a great platform," said de Goede, "and in fact other ports have copied us."

But perhaps the element of his job de Goede is most passionate about is dock safety. Lost-time incidents have been reduced 20 percent over the last four years. "We are definitely changing people's behavior," he said, adding, however, that there is "still high risk" in the stevedoring industry.

"We now have over 40 people doing 'walkabouts' on a regular basis out there — we are always visible and talking to people," he noted. "If we see anything dangerous, we approach the people involved and change it. And we're sure to say a good word when we

BY MERRILL WITTY | Photography By Kathy Bergren Smith

see workers doing things safely."

Cards touting the "Cardinal Rules of Safety" are regularly circulated. "If we can prevent mistakes, we can prevent injuries," said de Goede, referring to research that shows 90 percent of injuries are caused by behavior and only 10 percent by existing conditions. "For example, if we see someone walking up a RO/RO ramp while cargo is coming down, we take him aside for a talk. For one thing, this is against OSHA regulations. But sometimes when someone's been out there for decades, they just forget."

"Just imagine," de Goede continued, "if a 20-ton excavator is coming down the ramp and the driver loses control. He wouldn't be able to stop in time to prevent a serious accident."

The longshoremen have been very receptive and have offered valuable feedback, de Goede said. "The labor represented by the locals 333, 953, 1429 and 2066 in Baltimore have been wonderful to work with over the years," he said, adding that Ports America "has a great atmosphere to work in and everyone's always happy to help each other out."

Amsterdam born and raised, de Goede took his lifelong love for the seas with him to nautical college, where he majored in marine transportation. He met his American wife on a layover from his work aboard vessels. The two toiled together on cruise lines, but then decided to "come ashore." Since she's from the D.C. area, they settled in the Baltimore area.

He was hired as a Marine Superintendent for ITO 16 years ago in Baltimore. Since then, the company changed hands to P&O Ports and most recently Ports America.

"Frits has worked for our organization since 1993 and has earned his way through the stevedore ranks to be the leader he is today," said Mark Montgomery, Senior Vice President, Ports America East Coast Operations. "Frits has the qualities that our organization looks for in a manager: he is honest, forward-looking, fair-minded, courageous, straightforward and imaginative. He promotes safety for himself, the managers that work for him and the ILA workers."

Mark Schmidt, Ports America's Terminal Operations Manager, jokes about he and de Goede basically being on-call 24/7 for their work.

"From a professional standpoint," Schmidt said, "Frits' experience level and concern for staff and labor is unsurpassed. He's always looking out for the customer's well-being and damage-free delivery of the cargo."

"Personally, he has a great sense of humor," Schmidt added. "He makes the long day shorter, and stressful situations more tolerable." 🌐

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PHOTOGRAPHY BY BILL MCALLEN

Tirranna Takes Turn At Dundalk Terminal

The *Tirranna* recently became the newest member of the Wallenius Wilhelmsen Logistics (WWL) fleet to arrive in Baltimore. This large car/truck carrier, which came into the Dundalk Marine Terminal, has a ramp at both the stern and starboard side and a cargo capacity of 7,500 cars. Measuring 231.6 meters long by 32.26 meters wide, the Norwegian-flagged carrier cruises at 21 knots.

Agent: Wallenius Wilhelmsen Logistics
Stevedore: Marine Terminals Corp.-East
Towing: McAllister Towing of Baltimore, Inc.



On board the *Tirranna* for the wheel ceremony were, from left, WWL's Jeffery Feeney, Capt. Kurt A. Skarsvaag and MPA's Cynthia Burman.

Garnet Leader On the Go

Sailing under the flag of the Bahamas, NYK Line's *Garnet Leader* docked in Baltimore for the first time at Dundalk Marine Terminal to offload and load new and previously owned vehicles. The pure car/truck carrier is 199.91 meters long, 32.28 meters wide and can carry 6,658 vehicles.

Agent: Inchcape Shipping Services
Stevedore: Ceres Marine Terminals
Towing: Moran Towing of Maryland



Honoring the *Garnet Leader*'s first Baltimore visit were, from left, Inchcape's Matt Lyneis, Bill Wade of Ceres, Capt. Petar A. Milushev, MPA's Cynthia Burman and Scott Senko of the NYK Line.

Dundalk Visited by Dionysos Leader

NYK Line's *Dionysos Leader*, flying the flag of Japan, recently arrived at Dundalk Marine Terminal to discharge primarily Subaru and Isuzu vehicles. The vessel measures 199.94 meters long by 32.26 meters wide and has a cargo capacity of 6,400 cars.

Agent: Inchcape Shipping Services
Stevedore: Ceres Marine Terminals
Towing: Moran Towing of Maryland



Participants in the *Dionysos Leader* wheel ceremony included, from left, Bill Wade of Ceres, Inchcape's Matt Lyneis, Scott Senko of NYK Lines, MPA's Larry Johnson, Capt. Rolando Cerezo and Chief Engineer Johnny C. Carta.

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STORY & PHOTOGRAPHY BY KATHY BERGREN SMITH

Long before the interstate highway system shrank travel times between Baltimore at the northern end of the Chesapeake Bay and Portsmouth/Norfolk at the southern end, goods were carried between ports by sailing vessels. Competing boats raced up and down the bay, seeking to complete their deliveries quickly so that they could be first in line to take on new cargo.

In 1988, the competition was revived (but with a friendlier spirit!) when Capt. Lane Briggs of the *Norfolk Rebel*, a unique sail-powered, schooner-rigged tugboat, posed a challenge to the skipper of the newly launched *Pride of Baltimore II*, which is styled after the fast and maneuverable Baltimore clipper that was used to

elude British naval ships in the early 1800s. The race was opened to all schooners and became an annual event. In 2007, a vessel named the *Virginia* completed the race in a record-setting 11 hours, 19 minutes and 53 seconds.

The Great Chesapeake Bay Schooner Race not only promotes the area's maritime heritage, but has also raised more than \$100,000 for the Chesapeake Bay Foundation's educational programs. It is a window into the past as the schooners, large and small, pass in a "Parade of Sail" into the Inner Harbor on the eve of the start.

This year marked the 20th anniversary of the race, with more than 50 boats participating. Vessels sailed in mid-October from Baltimore's Fells Point area, journeying 127 nautical miles to Portsmouth.

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